

Message Text

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PAGE 01 BERN 03263 221122Z

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FM AMEMBASSY BERN

TO USDOC WASHDC

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AMEMBASSY LAGOS

UNCLAS BERN 3263

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E.O. 11652: N/A

TAGS: BEXP, NI, SZ

SUBJECT: SPECIAL TRADE OPPORTUNITY: SUPPLY AND SERVICING OF
POWER GENERATING EQUIPMENT

1. EMBASSY HAS BEEN CONTACTED BY INDUSTRIAL PRODUCTS COMPANY LTD. (IPTC), OTHMARSTRASSE 8, P.O. BOX 188, 8008 ZURICH, TELEX 52 164 IPTC CH, WHICH STATES THAT IT IS ACTIVE IN WEST AFRICA, AND, INTER ALIA, REPRESENTS GENERAL MOTORS FOR LOCOMOTIVES IN NIGERIA THROUGH ITS NIGERIAN OFFICE. MR. H. FEHR OF THE FIRM REFERRED TO A PROJECT OF THE GOVERNMENT OF NIGERIA TO EXTEND THE NATIONAL POWER GRID, IPTC BELIEVES IT HAS EXCELLENT CHANCE OF BEING AWARDED TURN-KEY CONTRACT, AND IS ANXIOUS LOCATE CAPABLE, EXPERIENCED US FIRMS WHICH COULD SUPPLY AND SERVICE FOR APPROXIMATELY THREE YEARS FOLLOWING POWER GENERATING EQUIPMENT, PREFERABLY DIESEL POWERED ALTHOUGH STEAM OR GAS TURBINES ALSO WOULD BE CONSIDERED:

- A. ONE 100 MEGAWATT UNIT - STATIONARY
- B. APPROXIMATELY SIX 30 MEGAWATT UNITS - STATIONARY
- C. APPROXIMATELY FOUR 20 MEGAWATT UNITS - STATIONARY
- D. FORTY 500 KILOWATT UNITS - MOBLIE

2. EQUIPMENT DELIVERY AND COMMISSIONING WOULD BE IN 1976/77, AND EQUIPMENT WOULD REMAIN IN OPERATION AND UNCLASSIFIED

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REQUIRE ON-SITE SERVICING THROUGH 1979/80, WHEN IT

WOULD BE REPLACED BY NEW LARGE CENTRALIZED GENERATION FACILITIES. THE SUPPLIER WOULD BE EXPECTED TO SUPPLY, INSTALL, MAINTAIN AND OPERATE THE EQUIPMENT, WHICH WOULD BE LOCATED AT VARIOUS POINTS THROUGHOUT THE COUNTRY. IPTC BELIEVES THAT AMERICAN SERVICE COMPANIES MIGHT BE UNIQUELY QUALIFIED TO PROVIDE NEEDED EQUIPMENT AND SERVICES, PARTICULARLY THOSE WITH OIL RIG EXPERIENCE.

3. IPTC REQUESTS THAT FOR THE PRESENT GIERIA NOT BE IDENTIFIED AS SITE IN CONTACTS WITH PROSPECTIVE US SUPPLIERS. FIRM PREFERS THAT LOCATION BE IDENTIFIED AS QUOTE FINANCIALLY-INDEPENDENT, FAST-GROWING WEST AFRICAN COUNTRY UNQUOTE.

4. IPTC IS INTERNATIONALLY ACTIVE CONSULTING FIRM WITH EXCELLENT BUSINESS REPUTATION.
ODELL

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